



# CELEBRATING 40 YEARS

1981-2021

Representing Auctioneers and  
Appraisers of Real Estate  
General and Livestock



**SOCIETY OF  
AUCTIONEERS  
AND APPRAISERS  
S.A. INC.**

Version - 2021



The Society of Auctioneers & Appraisers (S.A.) Incorporated

## **POSITIONING STATEMENT**

The Society of Auctioneers & Appraisers (SA) Inc. is the professional body representing the specialist interests of Auctioneers, Appraisers and Agents of Real Estate General and Livestock.

## **VISION STATEMENT**

To develop and enhance the Professional Standard of Members through Training, Technology, Innovation & Representation



The Society of Auctioneers & Appraisers S.A. Incorporated

# A Brief History 1981 to 2021 40 Years

*Including Presidents of the Board and  
accomplishments made during their term of office.*

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## PRESIDENTS



1982-83  
John Fereday MSAA  
(Life)



1983-84  
Max Bray MSSA  
(Life)



1984-87  
Christopher McLaughlin MSAA  
(Life)



1987-90  
John Little MSAA  
(Life)



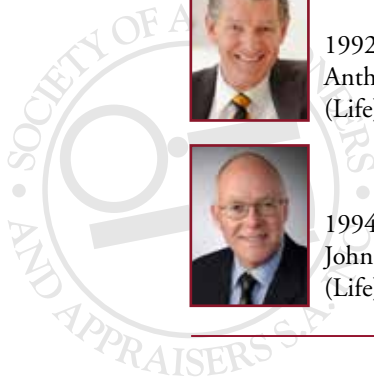
1990-92  
Colin Gaetjens MSAA  
(Life)



1992-94  
Anthony Toop MSAA  
(Life)



1994-95  
John Bruce FSAA  
(Life)



## PRESIDENTS (Continued)



1995-96  
Garry Topp MSAA  
(Life)



2003-04  
Peter Economou MSAA  
(Life)



1996-97  
Brett Roenfeldt MSAA  
(Life)



2004-05  
Jarrod Tagni MSAA  
(Master)



1997-98  
Paul Henry MSAA  
(Life)



2005-06  
Phil Rogers MSAA  
(Master)



1998-99  
Rod Adcock MSAA  
(Life)



2006-07  
Colin Hocking MSAA  
(Life)



1999-01  
Nick Baranikow MSAA



2007-07  
Wayne Johnson MSAA



2001-02  
Jonathon Moore MSAA  
(Master)



2007-10  
Mark Forde MSAA  
(Fellow)



2002-03  
Lindsay Warner MSAA  
(Life)



2010-12  
Sharon Gray MSAA  
(Master)



## **PRESIDENTS (Continued)**



2012-14  
Damian Popowycz MSAA



2014-15  
Marc du Plessis MSAA  
(Master)



2015-17  
Sandra Berry MSSA



2017-18  
Victor Velgush MSAA



2018-19  
Attilio Cavouto MSAA



2019-20  
Matt Smith MSAA  
(Master)



2020-21  
Andrew Monks MSAA



## THE BEGINNING

The Society of Auctioneers & Appraisers (SA) Inc. was incorporated on the 3rd day of December 1981.

The Government of the time as part of their ongoing commitment to self regulation had made a decision to repeal the Auctioneers & Appraisers Act of-1934-61 where practitioners were required to be licensed.



The then Director General of the Department of Public & Consumer Affairs, Mr-Michael Noblet was concerned that there would not be a body representing Auctioneers and Appraisers in S.A. and had approached the Real Estate Institute of S.A. to form a suitable body to self-regulate the Industry and to provide standards of Practice, Ethics and Codes of Conduct.

The Council of the REI considered the Government's proposal and decided against it, however it committed to assisting the body's formation by providing its premises for meetings and its Secretary, Colin Spry to provide Secretarial services.

A member of the REI Council, Mr John Fereday was appointed to form the body to represent Auctioneers and Appraisers and all practitioners previously licensed under the repealed act were invited to join.

The first meeting was held on 2nd April 1981 (Mr A.B. Messer as Chairman) and consisted of:

<i><b>Appraisers:</b></i>	<i><b>Auctioneer Chattels:</b></i>	<i><b>Auctioneers Real Estate:</b></i>
L. Braithwaite	P. Quigley	S.J. Fereday
M. Davis	D. Bruce	A.B. Messer
N. Lee	M. Marchant	C. McLaughlin

At subsequent Meetings the objects of the Society were devised and documented and a Constitution was prepared.

On 6th October 1981, where 39 Members were present, Colin Spry was elected as Public Officer, John Fereday as President and the Committee consisted of John Patterson, Bob Braithwaite, Darcy Bruce, Eddie Scriven, Mike Davis, Bernard Booth, Lynton McLean and Max Bray.

It was resolved that subscriptions would be \$40 annually and a joining fee of \$25 would apply.

A Code of Conduct and a Logo were devised by Max Bray.

Corporate Membership was considered and not proceeded with.

As planned, the Act was subsequently officially repealed on 1st April 1982.





## SECRETARY



### 1983-2000 > Ross Deere

For 17 years it was my pleasure and privilege to be the Secretary of The-Society of Auctioneers & Appraisers S.A. Incorporated.

From the early years of development, striving for recognition by Government and the public, it has now truly become in its own right the professional body representing practitioners in the specialist fields of auctioneering and appraising in South Australia.

In the early days following the formation of the Society there were some growing pains, times of uncertainty and some times of anguish – but this could only be expected when you bring together a group of men and women with varying degrees of aspirations and egos; but in spite of this and because of the underlying goodwill and drive of the various Boards, the Society consolidated and grew to be a body which attracted the very best that South Australia had to offer in their specialist fields.

And the very best became the Presidents. Each one that I worked with for periods of one year or term, to those who offered their services for two or three year terms, gave the Society something new, or they improved on that which existed when they took office. They are deserving of the highest praise and thanks from the membership.

I think of the 200 or more meetings which I attended at the many venues offered or paid for. The faithful tape recorder that sat on the Board Room tables to capture and record the subtle nuances of speech, reasoning, resolutions, motions and arguments which found their way into print in the form of hundreds of Minutes over those 17 years. And there were the quiet members, the loud members, those who were serious and those who made us laugh, the wordsmiths who could take over a meeting with persuasion or bluff. Always a lasting impression of a body of dedicated individuals who consistently sought to advance the aims of those who made up the body of persons known as the Society.

The launch of the Golden Gavel competition and the ongoing tenaciousness of the membership to retain its own soul and to resist the attempts to marginalise it and stamp it out are but two of the important memories I shall always remember with pleasure – and there are so many others that I shared with the Presidents whose achievements you can read as listed under their names.

The maturity or coming of age of the Society occurred when it had the foresight and financial capability to appoint the tremendously enthusiastic and Society dedicated Garry-Topp to the position of CEO – and operating from its own premises. The future is certain.

Finally, let me again acknowledge the debt I owe to the Society for allowing me to share 17 years of my professional life with a thoroughly professional organisation.

## SECRETARY/CEO



### 2001-21 > Garry Topp

After an interim period with Wayne Henson fulfilling the role of Secretary taking on the responsibility previously held by Ross Deere, I was appointed to the newly created title of CEO in July 2001.

The role was initially part-time in clerical and administration and quickly grew into a full-time role to being integrated with all facets of the Society business including marketing, strategic development, working closely with sponsors and exposure to the public with an emphasis on Major Society events and training especially the Golden Gavel Awards for Real Estate, General and Livestock.

The Society gained profile and was recognized throughout Australia and Internationally evidenced by a delegation lead by the Deputy Commissioner of the Supreme Court of Beijing in China who travelled to South Australia to further their knowledge of Auction. They could have gone anywhere in the world but sought out the Society's expertise in all facets of Auction.

Our Real Estate Auction Academy run by Brett Roenfeldt OAM was now gaining International recognition with delegates attending from Beijing, New Zeland, Singapore, Hong Kong, Malaysia, France and most states in Australia.

Our document trainer Chris Gill conducted workshops in conjunction with Consumer and Business Services on Agency and Contract, other training included Negotiating Skills, Property Management, Workplace Relations, Planning, Development and Infrastructure, How to run a viable business with long-term future with Past President Wayne Johnson.

In 2002, leading the industry in Technology and Innovation the Society released first in Australia a groundbreaking Upcoming Auctions App for your smartphone or iPad.

Other groundbreaking initiatives included the Schools Auction Idol Competition taking the ancient Art of Auction into Schools.

The Society was first to introduce computerized Real Estate Forms for Agents. They were well received into the South Australian market and developed to include built-in electronic signing and the Agency Agreement, subsequent Agency and Contract made available in Mandarin for Chinese clients.

An integral part of the role deals with representing members to the Government where I personally sat on panels with the Real Estate Reform Bill and The Second Hand Dealers and Pawn Brokers Bill where both had erroneous requirements for both Real Estate and General Members.

I get very many phone calls from the public with enquiries about Agency Agreements and Contracts, and while it takes up a lot of time, it surely expounds goodwill from the Society. Many times after a solution is resolved, I get a thank you phone call; this is unusual in today's market place so the personal contact is obviously appreciated.

#### Office Administration

I recognize all those who have had an integral role in fulfilling various positions in the Society Office – Jane Belpeiro, Ngan Do, Lyn Chow, Yvonne Chua, Michelle Lee, Christina Tran, Ayesha Ridgway, Jai Lu, Peta Robinson, Rebecca Huang, Yi Min Por, Julene Quan, Monique Sykes, and Giovanna Izzo.

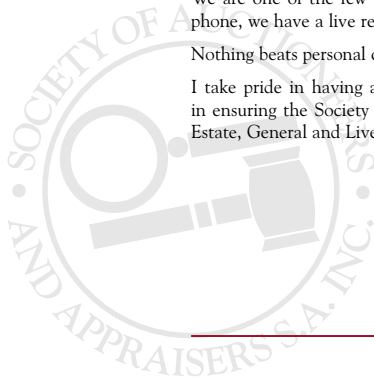
The Society is relevant and provides a high standard of service to members with Nationally Accredited Training, World Class Documentation, Social Events, Competitions, Legal Updates, and Advice on Contract Issues, Complaint resolution and representation.

Members can call the CEO at any time and if I don't have the answer, I have a network of experts to call on.

We are one of the few remaining organizations where a tape recorder doesn't answer the phone, we have a live receptionist.

Nothing beats personal contact.

I take pride in having assisted the Presidents and Board Members over the last 20 years in ensuring the Society remains at the forefront of Auctioneering and Appraising for Real Estate, General and Livestock.



## PRESIDENTS OF THE BOARD AND THE ACCOMPLISHMENTS MADE DURING THEIR TERM OF OFFICE:



### 1982-83 > John Fereday MSAA (Life)

Created the Constitution, Code of Conduct and Membership Criteria, and organized the first Public Meeting, Logo and Incorporation and was the first Editor of the Society Journal.

The inaugural official Public Meeting of the Society was held at the Redlegs Club, Norwood on the 5th May 1982 and was Chaired by John-Fereday and addressed by speakers, Max Bray on the pitfalls of appraising Plant & Machinery, Michael Noblett on the Government's attitude to self regulation and Meredith Russell from the REI on Education. Bernard Booth gave a vote of thanks to the Speakers. The meeting was reported in the first edition of the Auctioneer & Appraiser Journal and the REI Bulletin. Membership was now 291. Meetings were subsequently held at the REI premises.

The first AGM of the Society was held on the 27th October 1983 at 6 pm, also at the Redlegs Club, Norwood where the President, John Fereday reported that:

- Membership was now 340
- Excellent support had been received from the REI
- Secretarial services will need to be obtained elsewhere as the REI can no longer afford the time
- Public Relations activities and Educational Services have been well supported.

Max Bray was elected President. The Committee elected consisted of C.-McLaughlin, J.-Edwards, B. Booth, S.J. Fereday, A.B. Messer as Auctioneers and J. Patterson and T.-Carr as Appraisers. Ross Deere from Deere Allchurch resigned as Auditor and was appointed as Secretary.

The Society evolved with foresight and dedication and has never looked back.



### 1983-84 > Max Bray MSSA (Life)

Membership increased to 400 with a huge influx of Real Estate Auctioneers who saw benefit in a body representing their special interests. Meetings were held in the REI Boardroom until Colin Spry resigned as Secretary and future meetings were held in Bruce Messer's office at Jackman & Treloar. The general feeling at the time was to run the Society as a Social Club, but Max had different ideas. Max commitment to focus on training Workshops and Guest Speakers. Max also developed the first Logo and the Code of Ethics.



### 1984-87 > Christopher McLaughlin MSAA (Life)

Drafted Auction Conditions of sale. Auction Schools were held in conjunction with the REI convened by R. Caldicott, J. Greenway and C.R.R. Coles which were over-subscribed with 18 persons applying for the eight positions. Seminars were held on Professional Indemnity Insurance and Fine Art and Chattels and the pitfalls of valuing hides and skins. Membership Benefits were documented and advertised in the Journal. A report was tabled by Christopher Coles "A Review of the Society" where our philosophies, objects and contribution to our Members and the Community at large was analysed. There was a proposal to hold Auction Schools in the South East and Port Lincoln. Now 401 Members, Chattel Auction Schools were held, and a Public Speaking Course was to be a prerequisite to Auction Schools. A review of the Society and its future resulting in a Five Year Plan to introduce Associate or Provisional Membership for the first two years, a Marketing Plan to foster public awareness and to aim for 90% of all Auctioneers

and Appraisers to become Society Members and produce a revised Code of Ethics and a drafting of Agency Agreements for Auction Schools. 1986/87 subscriptions were set at \$60 for new Members and \$45 for others. Proposal to the Minister to eliminate the "Section 90 Statements" from all advertisements which was later accepted. An Extraordinary Meeting Chaired by John Fereday was held on 3rd April 1986 to review the Society and its future, where it was resolved that the Society would establish "Corporate Membership" and create "Associate Membership", commission a survey of Practitioners who are not Society Members, increase public awareness, create a Membership Directory to assist the general public and make Members accountable for their own category classifications.

There was a move to have Practitioners demonstrate their ability before being granted Membership, and to raise Professional standards. A move to secure a company to provide P.I. Insurance to Society Members and to restrict Society Membership to residents of South Australia only. New logo approved with media promotion planned for its release. Ian Maitland and Gavin Browning took over Auction Schools training with R. Caldicott. Commencement of *The-Advertiser* "Auction & Appraisal Solutions" column. Accumulated funds were directed to a Public Awareness Campaign. Meetings now held at the Snoop Antiques premises at Malvern. Colin Gaetjens joins the Auction School as a Trainer. In August the Society held its first Public Major Social Event at the Convention Centre with entertainment by Campbell McComas as "Sir Cecil Wayward – Assistant Keeper of the Queen's Archives". In excess of 400 attended as part of a promotion of the Society to promote the new logo and to raise the Society's image and standing to the Business Community.



#### 1987-90 > John Little MSAA (Life)

*The Advertiser* "Solutions" supplement cancelled and commenced *Advertiser* publication "Members Auction Results". Meetings moved to the Goodwood Antique & Restoration Centre at Goodwood. Move by the REI to establish an Auctioneers division. Journal sent to a mailing list including Government Departments, Solicitors, Accountants, etc. Meetings were relocated to Toop & Toop at Norwood. Renewed interest in the previous report on the Society's future by Christopher Coles.

Proposal by Christopher McLaughlin to produce an up-to-date Auction Training Film. Honeywill Reid engaged to prepare a report on the future direction of the Society which recommended removal of the Trade element but to continue to consolidate Membership.

John Fereday honoured with Life Membership. "What's it Worth?" Day at the Art Gallery, Membership peaked at 410. Two Auction Schools held, adding Peter McGlone to the panel. It was resolved to scrutinise more closely all Membership applications.

Auction School was divided into three Components, Effective Communication held evenings, Two-day Course – 12 hours and half-day follow-up for participants from previous courses. A workshop was held "Future Direction of the Society". Improved layout of "The Auctioneer & Appraiser" Journal and increased content. Designed a new Membership application and commenced production of our Video Auction Training Film, prepared the Mission Statement and documented Society Objectives.



#### 1990-92 > Colin Gaetjens MSAA (Life)

Move to redefine Membership and focussed on representing non-trading Auctioneers and Appraisers and instigated modification to the Constitution to exclude second hand dealers and those with a perceived or real conflict of interest.

Focussed on the direction and future of the Society reinforced by the two previous surveys conducted by the late Christopher Coles and

Honeywill Reid which led to Constitutional changes to redefine Membership categories into Associate, Practicing, Master, Fellow, Affiliate and Life. This resulted in a reduction in members with the focus on quality not quantity.



### 1992-94 > Anthony Toop MSAA (Life)

Started by documenting a Vision Statement and a Towards 2000 plan which provided goals and direction. Increased fees to \$175, Membership now 192. Review of the Auction Video and created the "Art of Auction Training Package" and "Art of Auction – The Movie". At the launch of the video we achieved one of the Society's first sponsorships with Hi-Fi-Acoustics providing a spectacular venue. The Deputy Premier was invited to sign the first Auction Kit and \$10,000 of sales recorded at the event. Task Forces replaced Committees. The Golden Gavel Awards were created, which is today one of the largest Industry Events in the Nation. A structured equitable and workable judging system was developed and the National Awards subsequently adopted our benchmark concept for its judging. The Society achieved its first major sponsorship as a result of the Golden Gavel with Messenger Newspapers. We also attracted Charterhouse Advertising, REI, Citibank, Qantas, 5ADFM, The Stock Journal and Corsers Solicitors. Phil McMahon wins the Golden Gavel perpetual trophy. The inaugural Golden Gavel Awards saw over 300 guests and the Society catapulted into the public arena with the enormous exposure created.

Toured Australia as President visiting and achieving sales of the training package to all but one State. Anthony represented the Society as judge in the Australian Auction Championships in Hobart. Final changes to the constitution and we lost a number of "dealers." Membership criteria was upgraded. The Society produced flags, gavels and training material for the exclusive use of Members. The profile of the Society was raised as the vision began to unfold.



### 1994-95 > John Bruce MSAA (Life)

The Final draft of the new Constitution, Rules and Code of Ethics was passed, progress was made in the distribution for the "Journal," Golf Day at Mount Osmond, and the first Regional Country Members Dinner was held at the Clare Country Club. The Golden Gavel saw a record number of entries, Workshops were held on Valuation Principles and sales of the State's newly acquired Poker Machines. A clear direction was given to Members to discourage Real Estate Auctions for Private Vendors. Corporate Forms Real Estate Documentation was formally released. Brett Roendfelt wins the Golden Gavel for a second year in succession. The country of Auctioneer of the year was Tom Rooney & General Auctioneer was Colin Gaetjens.



### 1995-96 > Garry Topp MSAA (Life)

Redesigned Membership Directory and sent it to 3,000 Professionals including Accountants and Solicitors. Produced brochure "Before you Appoint an Auctioneer or Appraiser", placed advertisements in *The-Advertiser* and Messenger Newspapers urging the public to use Society Members, upgraded Journal and introduced Advanced Training for Auctioneers run by Brett Roendfelt and David Griggs. Move to take over the Society by the REI in December 1995, which resulted in an Extra Ordinary Meeting held at North Adelaide where it was decided to reject the offer. Code of Conduct for Real Estate Auctions produced as joint venture with the REI. Regional Events held in South East and Port Lincoln and a relationship forged with Rural Press. Inaugural Auction Skills and Training Conference planned with formal release of the Code of Conduct (Jointly with the REI). Introduced an Advanced Appraiser Valuation Basis & Practice Course run by Tony Gurney, Golden Pen Award introduced to recognise outstanding achievement in the specialist field of Appraising. First 3 Day Expo held in Victoria Square, Adelaide. Brett Roendfelt wins the Golden Gavel for the third consecutive year at the Gala Dinner attended by the Premier, Dean Brown. Drive the Society Task Force created to keep a finger on the pulse of the development of the Society's objectives, Task Forces and the Towards 2000 Plan. Anthony Toop awarded Life Membership in recognition of the Status and Profile gained by the Golden Gavel Awards in becoming the leading Industry Event of the Year. Membership climbs to 232.



### 1996-97 > Brett Roenfeldt MSAA (Life)

The inaugural Auction Skills and Training Conference was conducted with 106 delegates participating. The joint REI & SAA Auction Code of Conduct was launched. The Society gained substantial corporate backing for the Golden Gavel Competition. 5ADFM contributed a six month free radio advertising campaign valued at over \$110,000 which was won by Richardson & Wrench Society member Kel Spencer.

A five month Golden Gavel promotion was conducted for the very first time. "What's It Worth?" Appraiser Days were held in each of the four Westfield Shopping Centres, with over 2,000 people having their treasures valued. As a new initiative, the Golden Gavel travelled to three country zones. One-on-one personal auction skills coaching was conducted. Mark Forde won Country Auctioneer of the year. General auction competition was conducted at Christies showrooms which Garry Topp won for the third year in succession. Over 280 members and guests attended 1997 Golden Gavel Dinner and Awards. Winner was Rob John. Golden Pen was awarded to Colin Gaetjens for his contribution to the wine industry. Mystery Box Auctions were held at Westfield Tea Tree Plaza, Marion and the Grand Finale at West Lakes Mall, with over 1,000 people in attendance.

Australasian auctioneering competition SA Representatives were Rob John, Oren Klemich and Brett Roenfeldt. Rob John and Oren Klemich were grand finalists in this prestigious competition. Two documentation seminars were conducted throughout the year. Heads of Agreement signed and finalised. Society jointly owns copyright of the documentation package with the Society now having over 100 users of the program. Breakfast training meeting was conducted at Feathers Hotel. In excess of 80 members attended. An informative Appraisers Conference was held at Ayres House. Going for Gold Auction School of Excellence was conducted by Brett Roenfeldt and David Griggs. Golf Day was held with a strong contingent of 38 members and guests competing. Membership grows to 280. The Society this year saw a major financial turnaround to record a surplus of approximately \$15,000. This represented nearly a \$50,000 turnaround from last year. BankSA came on board as joint major sponsor with Messenger Newspapers for 1998. AGM held at Ghekkos restaurant, record attendance with in excess of 80 members present. A brief history of the Society was presented. Life membership awarded to John Little and Christopher McLaughlan for their outstanding services to the Society.



### 1997-98 > Paul Henry MSAA (Life)

"Bigger and Better" was the vision of the 1997/98 President, Paul Henry, as the Society embarked on many dynamic and ambitious programs. Initiating a state-wide membership drive through auction competition and training, starting with the Stock Journal Country Auctioneer competition, expanded to four country zones with new categories for Livestock and General Auctioneers. The end result was an outstanding success with over 100 contestants competing.

Securing long term high profile sponsors was another key objective as the Society renewed BankSA, Messenger Newspapers, the Stock Journal, 5ADFM, Custom Press and REISA. Joint naming rights for the Golden Gavel were granted to Messenger Newspapers and BankSA for the first time. Members witnessed increased media promotion throughout the year, and rule changes to Golden Gavel created a "more open competition" with contestants knowing the judging criteria. Australasian Auction Champion Peter Hawkins was a guest judge and presenter at the Golden Gavel Awards. The metro competition was hotly contested with record entries and all contestants and finalists received a video of their performance. A capacity crowd of 340 guests filled the Adelaide Festival Centre Banquet Room to experience "Hollywood" treatment as Leo Redden took out the Golden Gavel in the "Year of the Country" and our first female Novice Winner was Ines Stangherlin. The General Auctioneer category went to Ian Simpson and Mark Forde was Country Auctioneer for the third successive year.

“What’s It Worth?” Appraiser Days were held at Clare and Burnside and Golden Gavel “Charity Auctions” were held at CentrePoint, Rundle Mall and West Lakes Shopping Centres in “Showdown” week. Society member Kel Spencer wins \$110,000 free advertising campaign courtesy 5ADFM.

The Board for 1997/98 were a united and cohesive team dealing with many issues including “Heads of Agreement” with REISA. A new corporate image using the Society colours and new Society promotional flags were proudly displayed at all events. The Journal Task Force produced a 28 page full colour “Golden Gavel Edition” bringing rave reviews from everyone. Two other great journals were also produced this year - a “step by step” procedure for handling complaints from members and the public, was initiated in consultation with the Society’s solicitor. The first joint auction training program with REISA was organised and presented by Society Members Brett Roenfeldt and Phil McMahon and was a resounding success. The “Helpful Hints series for Buyers and Sellers at Auction” was printed courtesy BankSA and distributed to the marketplace. An Inaugural Past Presidents Lunch was held and earned praise from all Presidents as an opportunity to pass on some history, and the Society Golf Day held at Mount Barker in September was another social highlight of the year. Life Memberships were awarded to Past Presidents John Bruce and Garry Topp for their outstanding service to the Society.

1997/98 will be remembered as the year “the Society reached new heights” as the professional body representing Auctioneers and Appraisers in South Australia.



### 1998-99 > Rod Adcock MSAA (Life)

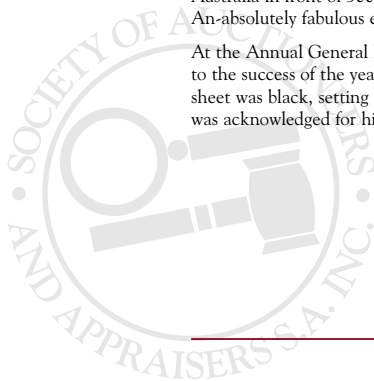
At the Strategic Planning Day a clear structure was put in place whereby all Task groups would meet fortnightly and provide written reports for the monthly Board Meetings. This discipline saw constructive and meaningful outcomes at Board Meetings. A Calendar of Events for 1999 provided a strong mix of appraiser days, training, social and legal updates around the Society’s “flagship”, the Golden Gavel competition.

Sponsorship proposals were formatted, with Messenger Newspapers and BankSA signing up for a two-year term as Major sponsors. The Golden Gavel competition once again was taken to Regional South Australia at four centres. The Metropolitan competition was a huge success, with Leo Redden winning his second Golden Gavel. Other winners were Country Auctioneer Leo Redden, General Auctioneer Ian Newell, Livestock Auctioneer Gary Tapscott and Country General Gary Tapscott.

Ongoing dialogue with REISA saw the drafting and printing of the jointly badged “Conditions of Sale for Real Estate Auctions”, a new “Code of Conduct” and the three set “Proxy Bidding Forms”. These new documents were issued to REISA and SAA members so as to implement a unified set auction procedures for all Real Estate Auctioneers.

Perhaps the auction event of the century was the never to be repeated “Great Auction Challenge”. Backed by the SA Great organisation, South Australia’s highest profile Auctioneers in Michael Brock, Anthony Toop and Bernard Booth “auctioned” South Australia in front of 300 of the who’s who of Adelaide at a glitzy black tie dinner. An-absolutely fabulous evening with the judges calling it a three-way tie!

At the Annual General Meeting thanks were given to the Board for their contribution to the success of the year, and to Vice President Nick Baranikow. The ink on the balance sheet was black, setting a good financial foundation for the forthcoming year. Paul Henry was acknowledged for his outstanding service to the Society with Life Membership.





### 1999-01 > Nick Baranikow MSAA

It's always interesting to look back on a year and briefly reflect on what has been done and achieved:

Year Launch at The Investigator Science Centre.

"One-on-one" individual Auction coaching and training.

Appraiser Days at a variety of locations around Adelaide.

Radio promotion of SAA Member Auctions and the Golden Gavel.

Golden Gavel Week with three days of competition, the Final and the Gala Dinner, complete with Michael Caton of "The Castle" and "Hot Property" fame.

A variety of specialised training courses conducted by some of the best qualified people in our profession. Joint SAA and Sponsor Seminar with renowned Business Coach, Michael Sheargold.

SAA Golf Day, AGM and Cocktail Party.

We also put into place a new operating structure with the appointment of a CEO (Garry Topp) and moved to our own office. This has produced immediate benefits for the Society, our Members and our Sponsors. Henson & Co, our Secretariat, did a great job when they took over the reins from Deere Allchurch but it was time to make some important changes to prepare the Society for the future. Many thanks to Wayne Henson and his team, particularly Bronnie Carr. We also welcome Ross Deere and his firm back as Accounting advisors to SAA.

All this requires the input, effort and support of a lot of enthusiastic people so some "thank yous" are in order.

Lindsay Warner for the tremendous amount of work he did across a wide range of Society portfolios and the first class support he provided to me as Vice President.

All the Board Members who put in their personal time and contributed in many different ways: thanks to Jon Moore, Jamie Codling, Ian Nevell, Paul du Plessis, Peter Taylor, Anthony May, Greg Moulton and Tom Rooney.

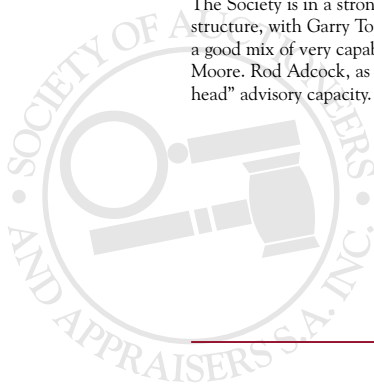
Paul Henry, Golden Gavel Trustee, for his excellent organisation and conduct of the Golden Gavel Competition.

Rod Adcock, Libby Blake and Lindsay Warner for their considerable input and personal effort in putting together the Golden Gavel Week, promotions and Gala Dinner.

All the Members and supporters who helped out at any of the events and training this year – your support is most appreciated.

Our terrific sponsors over the last two years: Messenger Newspapers, BankSA, Stock Journal, Adelaide Motors and Bowden Printing. Without their backing, contribution and participation we would not have been able to do anything like what we have done.

The Society is in a strong financial position and now has a very effective and efficient structure, with Garry Topp driving the weekly operations. The new, smaller Board (6), has a good mix of very capable people and will be dynamically lead by your new President, John Moore. Rod Adcock, as Past President, will sit on the Board in a non-voting, "wise old head" advisory capacity.







### 2001-02 > Jonathon Moore MSAA (Master)

Change is our most constant companion

Our new (smaller Board) had some very challenging times ahead. New sponsors were needed and thankfully we secured a history best for the society in The Adelaide Bank & Cheney Dutton Volvo coming on as major and key sponsors.

Membership needed to be pushed and it increased dramatically. REISA again proved to be “a burr in our saddle cloth” and threatened to steal the “Golden Gavel” and merge the Society with the REI, creating a separate auction division, but thanks to our loyal members they were unsuccessful.

Our flagship the “Messenger Newspapers~Adelaide Bank Golden Gavel” hit new heights with our winning contestants (Real Estate/Livestock & General) receiving holidays to Malaysia. A new under 30s Livestock category aligned with the National competition held at the Sydney Royal Easter Show was introduced. Record nominations resulted and the Real Estate Finals were conducted at the same venue (Adelaide Oval) just prior to a fantastic cocktail party where the winners were announced. Our theme, “Year of the Outback” where the country meets the city was well attended by our livestock auctioneers cementing our country membership.

Doctor Philip Jauncey, a sports psychologist for the Brisbane Lions entertained over 150 people at the Entertainment Centre at our Society workshop/training day and our launch of the Golden Gavel was held in the show room of Cheney Dutton Volvo with attendance from Kent Prier a past president of the REI New Zealand.

We celebrated the society’s 21st birthday at The Adelaide Entertainment Centre and at our AGM, Mark Forde received “Fellow Membership” and the Society presented, historically, in its best ever financial position.

Special thanks Jamie Codling, Lindsay Warner, Anthony May, Paul du Plessis, Peter Taylor, Alf Talotta, Garry Topp (CEO) and Paul Henry (Trustee).



### 2002-03 > Lindsay Warner MSAA (Life)

At the AGM of 2002 I was very specific in what I believed to be my charter as the incoming President of the SAA. My charter was to continue to build the strong foundation based on the culture of the past but looking forward to the excitement and perhaps unknown of the future.

At the time we were unsure of the future but hindsight has shown us what an exciting and challenging 12 months we have been through.

I said that the Messenger Newspapers~Adelaide Bank Golden Gavel must be nurtured, and protected.

It cannot be bought, sold or given away, It is the premier event for our members and shall continue to be the pinnacle and benchmark for auctioneers to increase the standard of our chosen profession.

The pressure exerted by our membership in retaining the integrity of the Golden Gavel was shown earlier in the year when another organisation tried to mirror our competition, which if it had occurred, would have caused significant damage to our organisation. A call to members bought about some of the most passionate meetings, discussions and lobbying witnessed by our members. The end result is now history with the Messenger Newspapers ~ Adelaide Bank Golden Gavel Competition continuing to be the premier Auctioneering competition and Real Estate social event within South Australia.

The Golden Gavel competition saw a new record in 2003 with joint winners being announced in Rod Adcock and Rob John. Rod as we all know went on to become a Top 4 finalist at the Australasian competition in New Zealand. Rod’s history as a strong competitor in the “local” competition proved once again the best way to increase auction performance in the day to day world of auctioneering is to improve skills through competition and judging by your peers.

The Rau Report threw the cat amongst the pigeons and as much as some believed that if we ignored it, it would go away, it became another political football to kick which went all over the field.

Our breakfast meeting in November last year with John Rau was the a "sell out" and was the start of many meetings on the subject.

It made us seriously question the manner in which we conduct Auctions and review of our ethics, procedures and training.

The Working Committee chaired by Valerie Kupke was given the task of filtering through the wide range of opinion and fact associated with the entire spectrum of Auction and Real Estate Practice. Brett Roenfeldt and I were given the opportunity to present to the committee the view of the SAA membership. The working committee's report is now with the Attorney General and we look forward to the findings.

The Vendor bid is probably the main point of difference between what we have done in the past and what we will do in the future. There will be change and we need to embrace this change but also need to continually educate our members and the public to the entire auction process.

Lifestyle Programs on television have fuelled public opinion and some of the questions from the gallery before, during and after the auction can be clearly be seen as a direct result of this education. This can only be seen as a good thing for our industry as it causes all participants to "raise the bar" in the professionalism shown at all stages of the sale process.

During my term there has been many meetings between members, Government and the REI.

The intensity shown between members on this topic must be maintained because the subject directly affects our livelihood. The SAA has to position itself as the first point of contact for the Government, statutory authorities and other interested parties who seek advice or opinion on matters relating to our industry.

During the last 12 months a quality relationship has been maintained with our members and sponsors, not just quantity, through industry and social events. When I hand the baton to our new president and board, I can comfortably say the Society has been in good hands, both in the past, the present and the future.

I would like to specifically thank the "wise old heads" who have given of their time and experience in support of the SAA during the year. Input has been received from our first president John Fereday, long serving past Secretary Ross Deere, every SAA Past President at some time or another, CEO of the SA Division of the Institute of Conveyancers Geoffrey Adam and Michael Brock, Chairperson of the REI Auctioneers Board and of course the first Patron, Current Board Advisor and 2003 Trustee Paul Henry.

Thank you again to all members and my Board for your support of the Society of Auctioneers and Appraisers and we look forward to the future, whatever it may be.





### 2003-04 > Peter Economou MSAA (Life)

The challenges confronting the real estate industry, no less in our much-loved field of auctioneering, continue to mount.

Legislative changes, The Statutes Amendment (Real Estate Industry Reform) Bill 2004 may in some respects hinder our progress as real estate professionals, however it is my sincere belief that some of the proposed changes in the newly released draft legislation will improve public confidence and impact positively

on the majority of practitioners who have demonstrated their resilience when confronted with similar challenges in the past.

Most importantly however, a united and cohesive response is needed by all stakeholders if we are to achieve positive changes and workable outcomes on the key issues contained in the document presented to us following the recommendations of the Working Party.

A detailed response to the proposed Legislation on a number of the key issues has been prepared and sent to members of Parliament by the SAA following attendances at various forums and consultations with membership. It is worth remembering that the "Regulations" attached to these changes will also impact on the application of the new rules.

The Society has again enjoyed a very successful year, thanks to the total team commitment of the Executive, CEO Garry Topp and the continuing support of its growing membership and loyal sponsors.

The Society has formed an alliance with the Housing Industry Association and expanded its development of training and education programs to meet the demands of the consumer-led industry. The recent launch of the comprehensively updated AucDocs computerised documentation system has been positively embraced by agents. We have released "The 21 Advantages of Using Auction as the Preferred Marketing Process" as a marketing initiative to be used in listing presentations and developed a brochure "Buying Property at Auction - How to Get the Edge" with strategic alliance partner, Adelaide Bank.

Thanks to *The Advertiser* we now have a regular monthly article in the "Auction Results" column, where good news auction stories are featured.

The Messenger Newspapers—Adelaide Bank Golden Gavel Awards competition is now well and truly recognised as the benchmark auction event in Australasia and special thanks go to our joint Golden Gavel Trustees Paul Henry and Garry Topp, who once again did us proud with this important showcase event.

Recognition of Top Auction Marketers - Principals and Sales Consultants was introduced this year and will be an integral part of the Awards from now on.

We acknowledge the professionalism and organisational skill of the Royal Society for the Blind and the generous ongoing support of our major sponsors:

Adelaide Bank and Messenger Newspapers

and key sponsors:

Adcorp, Bowden Printing, the Stock Journal and REI(SA), Livestock Markets, Malaysian Airlines, T&R Pastoral, The Advertiser, Corsers Solicitors and Lawsoft.

Our SAA Board Advisor Brett Roenfeldt has been a tower of strength in this most important role in formulating policy and guidance to myself and the Executive and we look forward to Brett's continuing involvement and invaluable input for the ensuing period.

We now look forward with a great deal of enthusiasm as the newly elected chairman, Jarrod Tagni, leads our team into another exciting era for the Society.

The Society has always been passionate in its approach and insistence on strict compliance principles to ensure the auction system is always promoted in a positive manner to the South Australian public.

As proud custodians of the art of auctioneering, we look forward to your continuing support of the Society, its programs and its ideals.



### 2004-05 > Jarrod Tagni MSAA (Master)

My Presidential year comes to a close with mixed emotions for me. Over my three years as a Board Member, Vice President and President, the "environment" of the Society taught me many things which I am truly thankful for.

President is like being the football coach who gets the credit as the "genius" that pulled off all those great moves that won the game. The reality is managing and running the Society is an enormous effort pulled off by a team of dedicated industry volunteers. A band of people who have stood behind me physically working, offering their advice and guiding me through this Presidential year – I merely have just been the one holding the rudder.

I am forever grateful for the support that I received from the board:

Phil Harris, Josh Biggs, Phil Keen, Richard Cooper, Peter Economou; and Vice President Phil Rogers.

Along with the enormous back up support from board advisor Brett Roenfeldt your dedication and work ethic is absolutely amazing and CEO Garry Topp – your passion for the Society is contagious and to be aspired too.

I would like to tip my hat to you all, because without your advice, support and hard work, I couldn't of held and served in this position.

Also to the two President's that I served under Lindsay Warner and Peter Economou plus Paul Henry my mentors in this role – thank you for giving and showing me the way to best manage the Society.

I am immensely proud of the myriad of new initiatives that this board has introduced, my hope is that these initiatives will grow from inaugurals to traditions.

I believe the Messenger Newspapers–Adelaide Bank Golden Gavel event incorporating live finals at the Gala Dinner opens a whole new era for the event.

Along with the Hall of Fame Award and the top ten Principals and Sales consultants now in its 3rd year giving the "workers" in the industry the people at the "coal face" the recognition they deserve.

The profile of the Society and the Auction method of marketing continues to grow thanks to *The Advertiser* with a monthly Auction Report from the President in the Auction Results column along with a monthly Auction report in *The Messenger Home Buyers Guide*.

I believe we are now servicing and providing even more value for membership with quarterly breakfast meetings, featuring high profile speakers,

A redesigned and renamed gavel and glass newsletter, golf days, training in the city and country along with Christmas functions legislative and documentation workshops.

I am confident that I leave the management of the Society in very capable hands, with succession plans put in place that will ensure the Society's growth in coming months, years and decades.

The Society is now in perhaps the best financial position it has ever been in, with the highest level of participation, membership and commitment with strong strategic alliances formed with major corporations and perhaps most importantly the Real Estate Institute of South Australia.

At the ripe old age of 33, I can now retire from the board and hopefully become one of those "old wise heads" that I have called on so much for advice throughout my time on the board.

Go back to focusing on listing, selling and auctioning property comforted in the knowledge that I belong and am a proud member of a active, passionate, forward thinking professional body.



### 2005-06 > Phil Rogers MSAA (Master)

My Presidential year has indeed been busy and rewarding and I acknowledge the value in working amongst and with a dedicated group of industry professionals. My two years as an active Board Member prior to taking over the helm as President gave me a strong insight as to where the Society has been and the direction in which we were looking to take.

My vision for the Society at the beginning of the term focused on 3 key areas.

Firstly, strong promotion to Real Estate practitioners and vendors of the advantages of sale by auction.

Secondly, the identification of new auctioneer talents from the exciting ranks of salespeople in SA real estate to train, motivate and acknowledge these people to ensure a strong succession plan for the industry and maintenance of the highest level of service and integrity for the customer.

And thirdly to further grow the Society membership through strong social and educational programs.

With the help and support of a dedicated board of Bronwyn Petherick, Colin Hocking, Phil Keen, Richard Thwaites and Mark Griffin, along with trainers Brett Roenfeldt, Lindsay Warner and Rod Adcock I believe that we achieved our aims and goals for the year.

None of this would have been possible of course without the prompting, organising and facilitating of CEO, Garry Topp. Garry's energy, drive and enthusiasm is a huge bonus not only to the Society but to the sponsors and industry captains he works with. To Board Adviser Lindsay Warner, I say thank you and for your support. Lindsay is already working on an entirely new strategy to complement the Golden Gavel Competition and awards in 2007.

I acknowledge and thank our major sponsors Adelaide Bank and Messenger Newspapers for their ongoing commitment and support for yet another year on board with us. To the Advertiser, Adcorp and Bowden Printing, Property Enhancers, and Lexus a big thank you for the professional way and the passion in which you supported us.

Highlights during my year include the official Launch of Messenger Newspapers~Adelaide Bank Golden Gavel 2006 on Tuesday 28th February at The National Wine Centre, strongly supported by members and sponsors with the record number of members attending and guest speakers John Rau MP & REISA president Mark Sanderson. John Rau in particular complimented us on significant improvements within the industry over the last few years by introducing initiatives that pre-empted the proposed legislation. I also attended several meetings at OCBA along with REISA President Mark Sanderson and others to provide comment and input to the draft real estate reform bill.

Highlights include the Golden Gavel Competition culminating in the Grand Final and Gala Dinner on Friday 26th May. As in previous years, the overall standard and commitment to the competition was fantastic in all categories. I congratulate all winners, and congratulations again to Paul Henry who nudged out popular young gun Phil Harris for the senior title, in a Society first – a live grand final at the Gala Dinner.

In the area of training the Society conducted more workshops than ever before. Strongly supported workshops included: How to get 100% auction clearance rate with Richard Thwaites, Phil Harris, Lindsay Warner and Brett Roenfeldt attracting rave reviews. Other workshops included AUCDOCs and Livestock Training, which were all reported extensively in the newsletters and journals.

AUCDOCs corporate forms users increased during the year along with membership increasing slightly to around 325 members.

Breakfast of the year still talked about by our members was held on Friday 28th October at Next Generation with Alexander Downer MP – what a fabulous ambassador for Australia and how interactive he was with an enthusiastic, inquisitive audience!

In summary, a most rewarding year personally and in a year I which believe the Society has moved forward, all be it with some anxiety over the forthcoming legislative reform but one in which we consolidated our strong financial and membership position along with the satisfaction and acknowledgement, the art of auction is still very much alive and well.

We may confidently look forward to strong and positive succession with the new young guns sweeping through the ranks. I look forward to further supporting the Society over the years to come and wish every success to our incoming President and Board.



### 2006-07 > Colin Hocking MSAA (Life)

Colin Hocking was the 18th President from the AGM in 2006 to February 2007.

In 2006, President Colin Hocking was Manager of the State Government Auctions as well as the head of Asset Sales for the State Government. Colin was responsible for all assets purchased or sold by the Government. With his job, Colin had direct links with all levels of government, including politicians and Office of Consumer & Business Affairs. Colin was of immense assistance to the Society in negotiation with the Draft Reform Bill. On behalf of the Society Colin wrote a document to amend the Legislation to alleviate some of the harsh requirements on Agents. Colin's document was tabled in both Houses of parliament and was passed in both Houses with Amendments. Colin's term ended prematurely when he relocated to Queensland. Colin was an influential President who set the future direction for the Society and elevated the Society to be formally recognised by all levels of Government in South Australia.



### 2007-07 > Wayne Johnson MSAA

With the unexpected departure of President Colin Hocking and the resultant reshuffle of the Executive, I was humbled to be presented with an opportunity to make a contribution to the Society as President for the remainder of the term. Andy Edwards and Paul Henry returned to support incumbents, Wally Karpiuk, Sharon Gray and Mark Forde as the Society's key personnel with Garry Topp moving into his sixth year as CEO.

The later part of 2007 into early 2008 was characterised by an incredible sense of urgency and activity as members of our profession made last minute representations to Government while preparing for the inevitable transition period as the legislation borne of the Rau Report finally became a reality after almost five years in gestation.

The Society, represented principally by CEO Garry Top and Life Member, Brett Roenfeldt, worked closely with the REISA CEO, Greg Troughton in final efforts to mould some practicality into the legislation. The new changes were legislated in July and subsequently the Society, in partnership with REISA, facilitated a series of training workshops across the State.

Despite the legislative chaos, the show must go on! In late February, the Society launched its premier event under new joint naming rights arrangement: The Messenger Community News~Mortgage Choice Golden Gavel Awards riding on the theme of the Symphony of Auction.

This year's event saw the introduction of the Schools Auction Idol, an idea nurtured into reality by Golden Gavel Trustee Lindsay Warner as a wonderful development opportunity for our emerging leaders and a record 51 entrants across the Senior, Rising Star and School Idols categories; 23 schools from the private and public sector registered for the Schools Auction Idols program culminating in six finalists.

The finals, held in the surrounds of the Adelaide Symphony Orchestra, saw Rod Adcock take out his third Golden Gavel Award, Sharon Gray and Paul Clifford the Rising Star Awards, and Tom Hector (Rostrevor College) the School Idol Award, Lindsay Warner, Sales Consultant Auction Marketer, Peter Kirtsis, Principal Auction Marketer and the President's Award for advancing the profession to Joe Ienco for his assistance with

Parliament in our negotiating and lobbying the Government in an effort to get the Industry's position put forward.

The Society recorded net growth of almost thirty members during 2008, an impressive result and due in no small part to the relentless work by CEO, Garry Topp. On the financial front, the Society finished the year in a sound position and retained its portfolio of long standing sponsors under the guidance and creativity of Mr Topp.

In concluding this brief, I would like to pay testament to the passion for excellence and the untiring commitment to the art of auction by everyone associated with the management of the Society and the continuing growth of the Golden Gavel competition. Long live the art of auction!



### 2007-10 > Mark Forde MSAA (Fellow)

With the introduction of the new legislation (The Real Estate Industry Reform) Act 2007, auction numbers fell due to a lack of confidence in the market but equally a vast number of agents grappled with compliance and all the new forms not to mention OCBA attending many auctions and disrupting the proceedings, this seems to have dissipated with Auctions now on the increase, AucDocs users would

be extremely grateful for the incredible support and training which has been ongoing which was provided by Chris Gill and will continue into the future. As a consequence of the Legislation, a joint auction task force was formed with the REI with myself, Garry Topp, Joe Ienco & Richard Thwaites and we have finalised our submission re the Legislation review with our main thrust being to have Prescribed Conditions A-M removed and replaced with a brief summary. In NSW all the forms and requirements are contained in one A4 sheet which has to be handed out not read, it would be great if we could get that here. The other major focus for auction is the requirement for the Auctioneer to call the bidders number with every bid which causes confusion in the bidding process.

This year we really did take the Messenger Community News~Mortgage Choice Golden Gavel to a new level. 130 attended the launch at the Messenger and The Advertiser Function Room, Murdoch House, an all time record, and this momentum continued resulting in brilliant performances from a new breed of budding auctioneering talent.

It has been my pleasure to work with the current Board, fresh new ideas from our younger Board Members Brad Allan and Sharon Gray coupled with the wise old heads of Joe Ienco and Oren Klemich, Andy Edwards and more recently Scott Robinson and Karen Green. All have embraced the values of our Society and are dedicated. A very personal vote of thanks to our incomparable CEO Garry Topp and the amazing assistance provided by Ngan Do. Ngan belies her years and is well known to most Members, is the friendly voice at the end of the phone who is always keen to assist members and sponsors anyway she can.

To Garry Topp, I would like to thank him for his on-going friendship and the tireless way in which he works for and promotes the Society. His enthusiasm is unbridled and his effort in increasing membership, servicing the needs of our sponsors and to Industry and Auction training, is without peer.

I firmly believe having been a Society Member since September 1991 marking 19 years that our Society has achieved much and continues to punch well above its weight.

The Society is unique as the culture removes barriers and brands and we together strive to raise the professional standards of Members . . . and the results are evident as shown in our growing Membership and the feedback we receive after the many Society Events.

The Society is in good hands, Membership is growing, the documentation is good especially the new numbered Form 1, the office is running smoothly, Sponsor support is strong, Training is first class, the Society is highly regarded throughout the Industry, The Messenger Community News~Mortgage Choice Golden Gavel continues to set new benchmarks and

the Schools Auction Idol concept is just growing with amazing momentum.

Notably - and to take nothing away from this CEO's report- we turned a small loss into a profit. Against a background of the GFC pressures on membership, the economy, Governments, Banks and anything else one would like to throw into the situation! We are a not for profit organisation and whilst our capital position is positive, it doesn't in anyway diminish the valued support of our Sponsors- rather demonstrates the fiscal responsibility needed to remain credible to them and our Membership.

Personally I would like to thank our wonderful sponsors for your ongoing loyalty and friendship to the Society. We have enormous respect for all of you and your respective companies and the support given to our Society.

Highlights include the fabulous and enlightening breakfasts with Isobel Redmond and Wendy Higgins, the Parliament House dinner with David Pisoni MP, Lindsay Warner – Schools Auction Idol (Leaving a real footprint in society), and especially the importance of our documentation and to continually build our Membership.



### 2010-12 > Sharon Gray MSAA (Master)

I'd like to thank the Board for the time they have given up to give something back to the industry. They are vice president, Damian Popowycz, AJ Coleman, Troy Tyndall, Ben Heritage and Paul Clifford.

As President, I introduced the application pack and accountabilities for Board members, to ensure that those prepared to volunteer for the board did so on the understanding that it required a degree of dedication and work into putting back into our industry and delivering results for our members.

Our Goal this year was to continue to make the Society more relevant, more vibrant and more fun. I am grateful to the members who have continued to support the many training and information sessions and functions that we have run throughout the past 2 years.

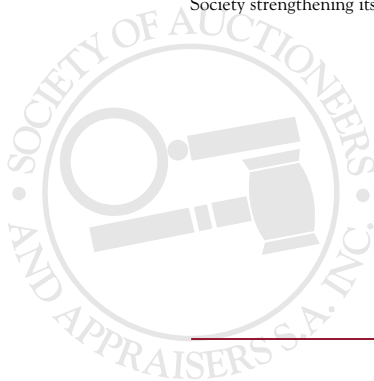
The Messenger Community News – Bank SA Golden Gavel was a huge success again this year, with Trustee Lindsay Warner organizing everything from the bidding scripts to the carnival themed dinner, I'd like to congratulate LJ Hooker's Michael Fenn for taking out the very hotly contested title of SAs best residential auctioneer.

The schools auction idol was again a huge success with Matt Smith's Michael Smith (no relation) from St Peters taking the honours in that division.

We hosted the Ladies lunch to recognise and celebrate the contribution women make to the real estate industry. This year's lunch saw 60 women attend where our guest speaker was Bank SA's Jane Kittel and our special guest Isobel Redmond.

One of the most rewarding parts of being President for the past two years, for me, has been the relationships that have been built with the sponsors and that's why while I am stepping down from the board, I am still going to be involved with the sponsorship side of the Society.

So I thank everyone who has supported me over the last 2 years and I look forward to the Society strengthening its position in our industry in the future.





# THE AUCTIONEER AND APPRAISER



The Newsletter published by the Society of Auctioneers and Appraisers  
(S.A.) Incorporated, 104 South Terrace, Adelaide

Hon. Editor: John Fereday

Volume 1 No. 1

## EDITORIAL

Welcome to our first publication.

Volume 1 No. 1 !

Four Newsletters are planned each year along with four meetings. While the publication is for Members it will be sent to eligible non-members for an introductory period.

The Newsletter is designed to keep Members informed on matters of consequence affecting auctioneers and appraisers, the activities of your Society, to introduce you to some of the personalities of the professions and to encourage dialogue between Members.

## The Editor

## OUR MEMBERSHIP GROWS

At the point of publication we have 291 members, quite apart from the applications in hand awaiting to be processed.

Of the 291 Members, 202 are auctioneers and 89 appraisers.

## A MAGNIFICENT BEGINNING



## 230 PERSONS ATTEND FIRST PUBLIC MEETING OF THE SOCIETY

May 5th saw the first public meeting of the Society in the Redlegs Club, Norwood. Members and prospective Members were drawn from a wide range of skills including real estate, livestock, motor vehicles, fine art, plant and machinery, the wholesale grocery trade, antiques, furniture and other occupations.

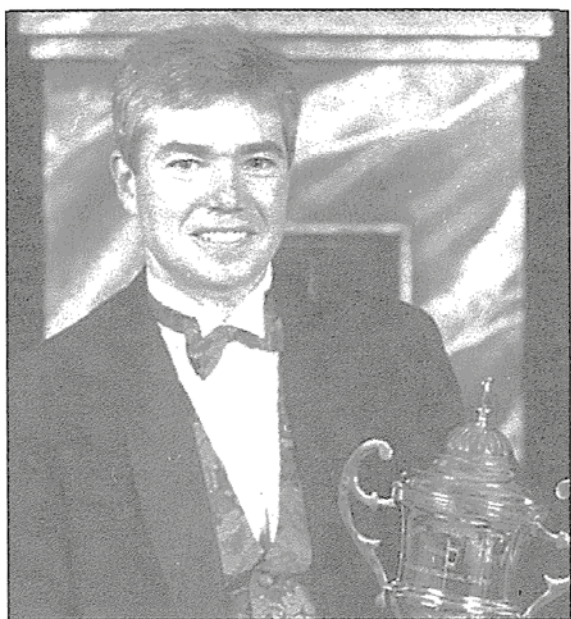
The President, John Fereday conducted the meeting and gave a background to the formation of the Society. He indicated the part that auctioneers and appraisers could play in the development of their professions.

Max Bray, an appraiser and Member of the Committee gave the meeting a brief history of appraisers and introduced the keynote speaker, Michael Noblet, Director-General of the Department of Public and Consumer Affairs.

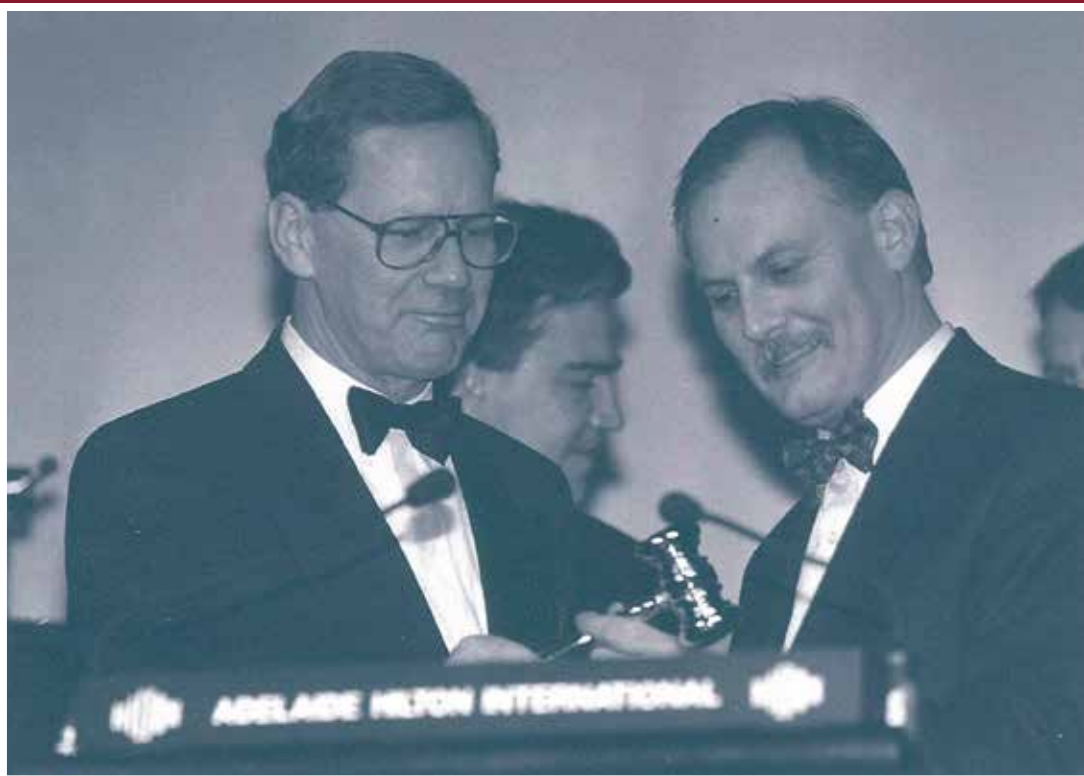
Michael Noblet outlined the Government's attitude to self regulation in industry and the consequent repealing of the Auctioneers and Appraisers Acts. These Acts, he said, were quite ineffective and gave very limited control over licensed persons and dealing with possible misconduct.

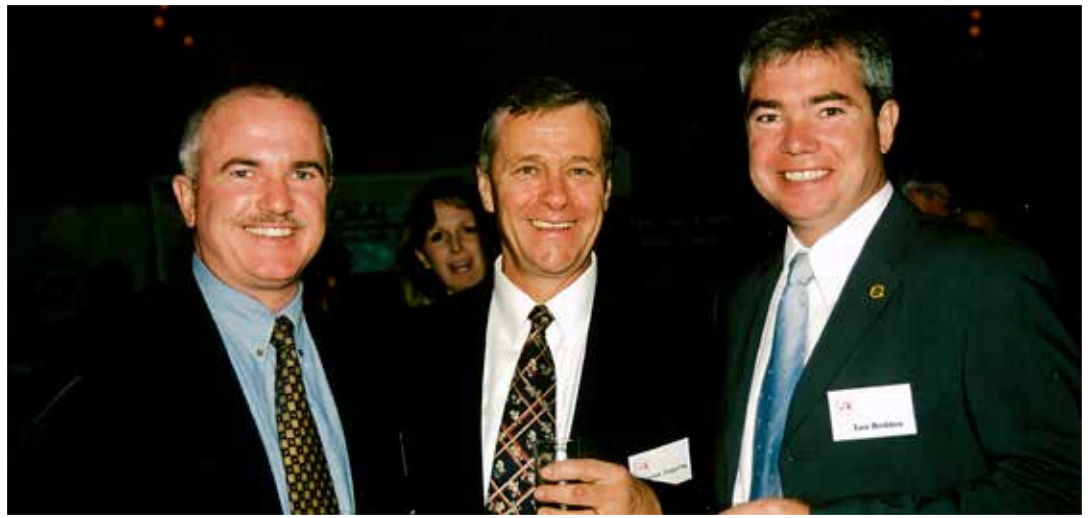
Michael expressed pleasure at the formation of the Society. He discussed the need for a Code of Ethics and the interest his Department had in assisting the Society to produce a viable and realistic code. This code will possibly be the measure of the behaviour of all auctioneers and appraisers irrespective of whether they are Members of the Society or not.

(continued)



**GOLDEN GAVEL GLORY:** Leo Redden shows the trophy he won last year in the Messenger Newspapers/BankSA Golden Gavel Awards.









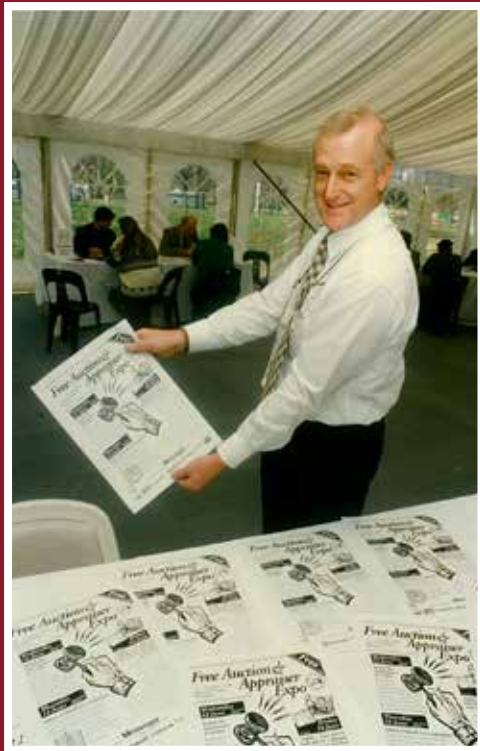


## Jack's sold on auctioneering



## Hammer falls on passionate sales pitch









Messenger Newspapers general manager Tom Milosevic (left) and Joanne Lemmer and Craig Smith of Century 21 at the gala dinner for the Messenger Newspapers/BankSA Golden Gavel competition at the Hyatt Regency on Friday, March 30.

29624

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going twice...



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**Tuesday**  
27 May 5.30pm

Auctioneers compete for the title of 'General Auctioneer of the Year' in the elegant setting of Christies.

Salerooms Christies Auction House, Pultney Street

**Wednesday**  
28 May 8.30am till late

**Watch the Auctioneers In Action**

Wednesday is dedicated to judging our famous Auctioneers along with 5 who have never auctioned before. Come along and cheer along your favourite.



**Thursday**  
10am till 4pm 29 May

**What's it Worth Valuations**

Bring your hidden treasures from the world of art, jewellery, antiques and collectables, wine, dolls and teddy bears for our panel of experts who are giving

valuations on site from 10.00 am to 4.00 pm in the Marquee, Northern side of Victoria Square. \$2 per item and a limit of 3 items per person applies.



**Friday**  
30 May

**Who are South Australia's Best Auctioneers?**

Find out at the finals from 4.45pm - 6.45pm in the Adelaide Town Hall, Banquet Room followed by the Gala Dinner. 7.30pm - Adelaide Town Hall, Auditorium Cost - \$65 per head.

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Stock journal



**Messenger**  
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Jarad Henry of LJ Hooker  
Glenelg



# Gavels garner gold

BY TOM PENNA



**T**HE BETTER the auctioneer, the better the price livestock sellers can hope to receive.

That is because the standard of auctioneering directly affects successful auctions and, therefore, prices for producers. Doors will open for the best young auctioneers coming forward because many of South Australia's gavel wielders are in the later stages of their careers.

So it was refreshing to see the standard of the younger competitors at this week's Golden Gavel Livestock Awards. Just like shearing competitions, the industry needs to lift the profile of this event to encourage young people to enter.

The winners of the 2005 Golden Gavel awards will be announced tomorrow night, following the heats at Dublin on Monday.

Although large volumes of prime stock are sold over the hooks, savvy and astute influence trade prices and the highest prices for store and stud stock come mostly from an auctioneer performing well before a gallery of buyers.

Being a gun auctioneer carries a huge responsibility to perform on every occasion because auctioneers can hold people's livelihoods in their hands.

There is a terrific crop of young people wanting to have a go so here are some points they can take on board when pursuing a career.

While buyers can average their purchases over the course of a sale, in many instances a vendor has only one chance to realise a satisfactory price.

Vendors expect their stock will be well cared for so it is important to be hands-on with pre-sale activities because



## Gavel hopefuls

Wardie Co Crystal Brook's Darryl Napper (left) in his first Golden Gavel competition, and multiple livestock section winner Landmark Keith's Jeff Watts takes another shot at the title. The Golden Gavel Awards for country livestock and clearing sale auctioneers started in 1997 and the winners are announced in Adelaide tomorrow night. The event coincides with the city and country real estate auctioneering competition. Full details will be in next week's *Stock Journal*.

# Top quips on the hill

Some of SA's finest auctioneers provided much entertainment for the audience at the gruelling Golden Gavel competition last week

FIVE of Adelaide's top auctioneers went head-to-head in the grand final of The Society of Auctioneers and Appraisers annual News Corp Australia SA Golden Gavel Awards last week.

Held at the Gallery of South Australia, they pitted their skills against each other each conducting fake auctions of historic mansion Carrick Hill at Springfield.

Actors planted in the audience carried out the bidding, asking questions and making various offers, designed to test the auctioneers.

The finalists were judged on criteria including clarity and manner of delivery, voice control, handling of bidding and standard of dress.

Bronte Manuel, of Elders - Loxton won, while last year's winner Lindsay Warner, of Harcourts Brock Williams, came second.

Both will go on to represent South Australia at the Australasian Auctioneering Championships in New Zealand in October.

Real estate writer **KASIA OZOG** went along to the competition and captured some of the most memorable quips and comments from the finalists.

Carrick Hill sold for \$22.303 million in the fake auction.



### Hamish Mill, of Harcourts Brock Williams

"Good bid, madam."  
"A property like this comes on the market once in a blue moon, it's as rare as the proverbial hen's teeth."  
"Where do we go from here?"  
"Good bid, sir."  
"Come on you, bid me up."  
"Reflect on your opportunity."  
"There will be no second chances."  
"Here to sell away."  
"It's a great time to be buying."



### Lindsay Warner, of Harcourts Brock Williams

"Bid strongly, bid with confidence."  
"This residence continues to grow in importance."  
After singing Elvis Costello's *Shen*: "Elvis Costello would be very proud of me, I sang it better than him."  
About the property: "A living, breathing masterpiece."  
"Yes in your hands."  
"The question evolves into a bid."  
"Welcome to the bidding, sir."  
After accidentally oversteering the price: "I was getting ahead of the game."  
"Are we done, finished and silent."  
"Happy to work with you."  
"Thank you, good, solid bid."  
"You can bid again if you like, I'm happy to take it."  
"No second chances, a place to call home."  
To a Chinese bidder who no longer wanted to bid: "What about another 88?" (The number 8 is considered lucky)



### Michael Fenn, of LJ Hooker - Greenwith

"In life you can only play the cards you've been dealt."  
"All the best to you sir, that's a South African accent isn't it?" To which the bidder answered: "South Australian."  
"Madam, it's your lucky day."  
When no one started bidding: "Call out folks, plenty of registrations today."  
"Sir, I like you."  
"There you go sir, first and you're on the road."  
"Don't be dependent, don't be misled."  
"Well ladies and gentlemen I'll take it straight in the business end."  
To a bidder offering less than a vendor's bid: "OK, we'll go backwards, I thought auctions went the other way."  
"\$500,000 to the nice looking lady, sir you can be good looking as well if you give me \$500,000."  
"Sir, I like you, you can't come to my auctions and have only one bid."  
To a couple arguing: "Sir, she's doing a good job at this stage, don't worry about it."  
"We are absolutely playing for keeps."



### AJ Colman, of AJ Colman Independent

"The magnificence of the house itself is breathtaking."  
"The next step ladies and gentlemen, is an opening bid and offer."  
When no one is bidding and it's silent: "And this is exactly how it will sound on a Sunday afternoon just before giants arrive."  
"Say gentlemen, jump into the bidding."  
To a man who matched the vendor's bid: "This gentleman really knows value."  
"Straight away like a shot out of a gun."  
"Great bid man, I really like that, you're my favourite bidder at the moment."  
"The bid goes on."  
"Now's a good time to come in."  
"Don't forget, as you go up the driveway for the first time the trumpets will be sounding."  
"\$45,000? That's what you're going to spend on the house warning party."  
"We're still alive at 88."  
To a couple arguing: "Don't worry sir, you're going to be very happy when you move in because you know what they say, happy wife, happy life."  
"Sir, you're being a bit quiet there."  
"It's certainly a good buy, it's a goodbye to realestate.com.au"



### Bronte Manuel, of Elders - Loxton

"How's the serenity, the sense of isolation."  
"It makes you feel like you're talking part in a true fairytale."  
"You'll be left questioning whether it's a dream or an ever-lasting reality."  
"I'm getting so excited, ladies and gentlemen."  
"This property will remain iconic forever."  
"You will be locking and waiting for Rapunzel's hair to drop off that top lookout."  
"Who's going to get me away."  
When no one was bidding: "Absorbing that tranquility, good to see."  
"Short, sharp and shiny auction."  
"The auctioneer's looking good."  
"Sir, you're just on the death-knock every time, you're going to have to get in sooner."  
"Good, bidd bidding."  
To a couple arguing: "You work that one out, the house is"







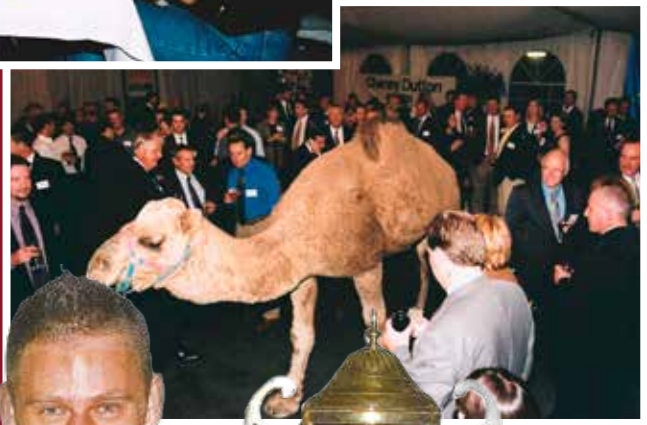
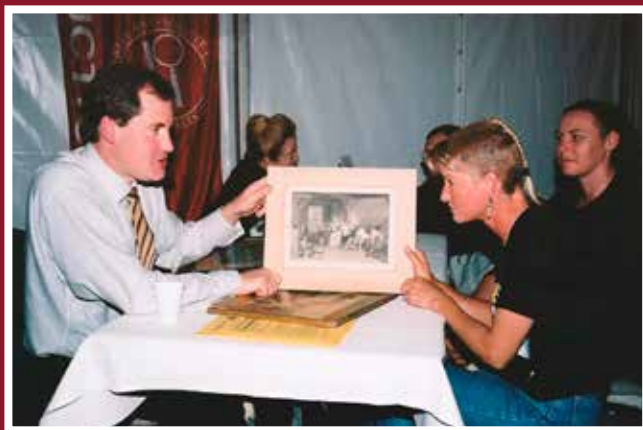
**IN ACTION:** Tony Ascott, Elders Kingston, winner in the 2005 Golden Gavel Awards - investock, demonstrates his winning approach.



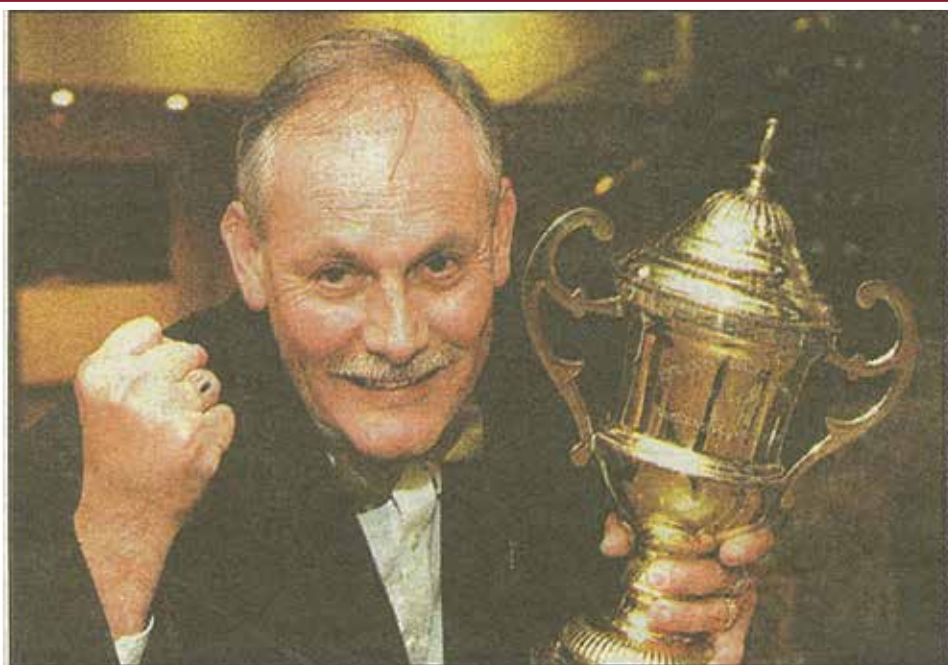
**READY:** Cyrille Sakunovic, Phil Harris and Valerie Purves will test their skills at a breakfast.

Going... Going...  
Gone



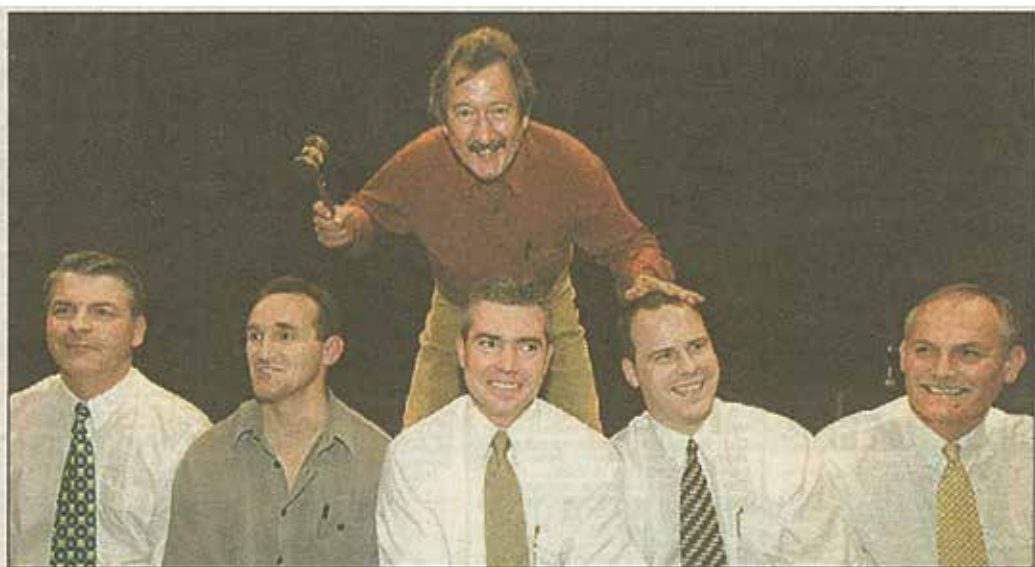






**Brett Roenfeldt of BR Auctioneers was delighted to win his fourth Messenger Newspapers/BankSA Golden Gavel award on March 30. He retired from the competition for three years and his earlier titles were from 1994-96.**

29624



**Going, going, gone ... actor Michael Caton with, left to right, Rod Adcock, Lindsay Warner, Leo Redden, Jared Tagni and Brett Roenfeldt.**



# Symphony of AUCTION

The Board and Membership of the Society of Auctioneers & Appraisers (S.A.) Inc. proudly congratulate the winners of the

**Messenger**  
communitynews

**MORTGAGE CHOICE**

## GOLDEN GAVEL AWARDS

# 2008



**Rod Adcock LJ Hooker**  
Golden Gavel



**Sharon Gray**  
Jock Gilbert Real Estate  
Rising Star (Female)



**Paul Clifford**  
Elders Real Estate KI  
Rising Star (Male)



**Tom Hector**  
Rostrevor College  
Schools Auction Idol



**Peter Kiritsis**  
Ray White Woodville  
Principal Auction  
Marketer



**Lindsay Warner**  
Brock Harcourts  
Sales Consultant  
Auction Marketer



**LJ Hooker**  
Auctioneer Agency  
of the Year

and warmly acknowledge all who competed in South Australia's premier auction competition.

For video footage of the Competition and Awards Night visit [www.auctioneers.com.au](http://www.auctioneers.com.au)

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# Auctioneer & Appraiser

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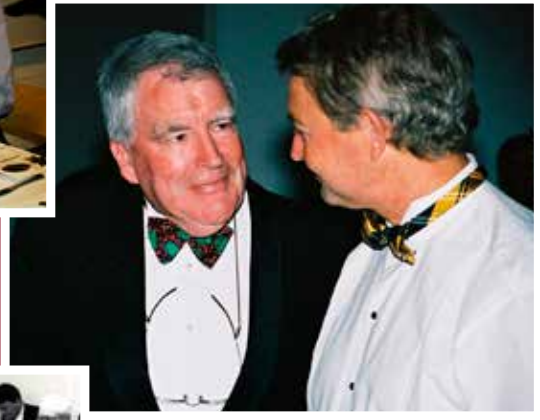
THE OFFICIAL JOURNAL OF THE SOCIETY OF AUCTIONEERS AND APPRAISERS (SA) INCORPORATED

GOLDEN  
JOURNAL













### 2012-14 > Damian Popowycz MSAA

Over the last 12-18 months we have been extremely busy – the market has improved and along with it the auction method of sale is increasing in popularity once again. We are still far off from the levels we would like to see but it's been encouraging to see both vendors' and buyers' faith restored in the auction method.

Our Australian-first "Upcoming Auctions App" has been heavily downloaded. Again our Golden Gavel Championship was a great success and I again congratulate Bronte Manuel and Lindsay Warner who will go on to represent SA at the Australasian Championships later this year. Previous Winner Oren Klemich embraced the role of Trustee again this year, and Lindsay Warner is now the perpetual Trustee of the Schools Auction Idol. Six students have gone into traineeships as a result of this dynamic initiative. We conducted two Auction Academics and we acknowledge Brett Roenfeldt as Head Trainer where delegates have attended from New Zealand, Hong Kong & Singapore as our training is now recognised internationally.

This year Troy Tyndall revitalised our Breakfast of Champions with guests Bianca Denham, Sarah Sheppard, Nathan Casserly and Ty Reed. The Golf Day was held at the par 72 course at Adelaide Shores with a record number of teams. Over the last year the Society has been working with REISA to develop a suitable framework for the potential amalgamation of our two bodies. This has been a lengthy process, however we are nearing the end and should have a suitable proposal complete by the end of September which will then be presented to all our members.

As a proud member of the Society for nearly 10 years, after four years on the board – two as the youngest elected President, I had the opportunity to work closely with some of the most respected people in our industry – and I thank our CEO Garry Topp vice-president Troy Tyndall, our board and all of you for the support you have shown over the last two years. At the 2013 Golden Gavel I spoke of the camaraderie that exists within the Society – we support each other – and it's when you are lucky enough to be elected to the position of President like I was that you really get to see just how true that is.



### 2014-15 > Marc du Plessis MSAA (Master)

Since being elected to the position of President, the Society, and therefore I as your representative, have faced some challenging times. Since 28th February 2003 the Society and the REI had a memorandum of understanding where both bodies worked cooperatively in matters of legislation and where the Society would provide candidates for the Australasian Auction competition though the Golden Gavel and the REI would provide CERT IV Training.

In 2004, the REI decided to run their own competitions in breach of the MOU and proposed a merger of the Society into REISA.

The first decision that the Board of the Society had to make was never going to be a simple one. This was the "In principal proposal" put forward by the Operational Working Party, made up of both Society and REISA members for a merger. After an inordinate amount of passionate deliberations, the decision of the Board was to reject the proposal.

Unfortunately, due to the "confidentiality" imposed on the document in its entirety by REISA, we were unable to release it to our membership as we wished for them to view it, so Members could see why we rejected it.

During the lead up to (and for a considerable time after) talks between the Society and REISA, sponsorship of the Society was considered irrelevant by many, as word being spread was "it was a given that the Society and REISA would be merging". Sponsorships were not renewed by some and reduced by others. This depletion in funds has slowly been reversed with some great new sponsors seeing the benefits of the Society.

The support of members came to the front with this year's Golden Gavel Competition. With extra funds spent on it and under the guidance of its Trustee, Mr Oren Klemich, entries were substantially up from last year's competition, and over 150 people attended the Cocktail Party & Awards. This again proved that it is the most respected auctioneering competition in South Australia.



The Schools Auction Idol Competition continues to go from strength to strength. This year saw the Inaugural Australasian Schools Auction Idol Competition held at the Crown Casino in Melbourne. Thanks must go to all those involved for their support especially the mentors who selfishly give up their own time to support the education of (students) interested in competing in both these competitions. Most importantly my utmost thanks go to its Guardian, Mr Lindsay Warner. The dedication, effort and patience shown by Lindsay is nothing short of brilliant.

Throughout the past year, the Board of the Society, has implemented new ideas and started work on further ones to help to secure the Society of Auctioneers & Appraisers, as the unique body that represents not just Real Estate, but Livestock and General auctioneers as well.

Personally, I would like to thank the Board for their unwaivering support in decisions made throughout my term, and their friendship and time which has been freely given. Their dedication to the Society and the industry they represent is superb. Furthermore, I would like to thank our CEO, Mr Garry Topp. His passion towards auctioneering and appraising is amazing. Working with him has been privilege. We have had a few heated debates over the year, which have always resulted in the right decision being made.

My final thanks go to the membership of the Society. I do not know of any other organisation in which their members are so happy to talk openly and freely to each other to the benefit of an industry. I have met some truly amazing and inspirational people whilst being your representative.

Let me leave you with this thought:

“The pessimist sees the difficulty in every opportunity.  
The optimist sees opportunity in every difficulty”.

The Society of Auctioneers & Appraisers are full of optimists.



### 2015-17 > Sandra Berry MSAA

The year 2016, Sandra Berry achieved a business collaboration with Business SA.

The Golden Gavel was run one with much history at the Capri theatre, Sharon Gray was the Trustee and AJ Colman came up the winner for the third time. The General Auction winner was Angelo Bartemucci, Rising Stars Real Estate were Bernie Altschwager and Grace Nankivell and Principal and Sales Consultant Auction Marketers for the year were Peter Kiritzis and Andrew Welch culminating once again in a sensational night of celebrating the outstanding expertise of our highest achievers. The Real Estate Finalists were Jarad Henry, Bronte Manuel, Ben Clarence and Lindsay Warner. The Society Golf Classic was held at the Grange Golf Club and the Past Presidents Lunch at the Cork & Clever.

Auction training day put together by Ben Clarence saw Harry Li, the former reining Australasian Auctioneer and The Great Debate was about 'to price or not to price' at auctions.



### 2017-18 > Victor Velgush MSAA

It has been my honour to represent an organisation with such a rich history and loyal membership. My commitment to members as President was to deliver greater value through more well-run events; to preside over a focussed, integral and cohesive Board working together for the benefits of the membership.

The 2017 Board had a late start with the AGM held in September adjourned to November 10th 2016 such that our first Board meeting was not until December 14th that year.

With virtually no time for planning with Christmas looming – the 2017 Society Christmas was held at 2KW on the terrace. The goodwill and generosity of spirit was alive and well again and the Society was on fire even though it rained and got a little windy at times – the weather could not hold back the enthusiasm and excitement enjoying the Society's hospitality at 2KW. It was one of the best Society events that I have attended with great camaraderie and fellowship now fully restored amongst Society members. We held an impromptu auction in favour of the Cody Gray Foundation with a donation from Bill Dimou at the Advertiser and 2 fine-dining lunches with similar fine wines from Martin Palmer at 2KW, the owner of the Palmer hotel group. In only a few minutes, we had raised an unbelievable \$11,500 for Cody Gray.

We commenced the 2018 New Year with a bang and we conducted our very first Female Only 2 Day Auction Academy in January run by Brett Roenfeldt and Garry Topp with special Guest Presenter Sharon Gray. The Female only event received accolade from the participants and paved the way for more Female Only Auction Licence Workshop in the future.

The Society of Auctioneers & Appraisers did not run the Schools Auction Idol in 2017 due to the fact that Lindsay Warner is now running a new version personally and not involving the Society. The Society will retain the name and all intellectual property and may well run the Schools Auction Idol again in the future.

We were very sad to announce the passing of a Founding Member of the Society, Peter du Plessis. Peter passed in the early hours of Monday 19th December after a short illness. Peter had a passion for the Society second to none – and had been at the forefront of fighting for the Society at any time we were under threat. He was by far our highest profile Antiques and Fine Arts Auctioneer.

Last year, we only conducted one 2 Day Auction Academy, this year we conducted three by the end of June with two more booked in the later part of the year.

With only two events in total in 2016, we are proud to say we have held 9 Events in 2017 thus far to March!

We are proud to report that in 2017 Lexus of Adelaide has come back on board as a sponsor and we have reinstated the popular Breakfast of Champions Series with it held at the Lexus Showroom featuring Mark Fricker, Nathan Casserly and AJ Colman. With a follow up event in August with Judy Morris, Rosalind Neale and Michael Brock.

As part of my legacy I have been responsible for the conception of the 'All New Golden Gavel Live' where Senior and General Participants are judged live in the field by conducting real-world live auction by streaming it to the Society's Facebook. The new concept of live-streaming breaks new ground bringing the Society to the cutting edge of the latest worldwide technology and innovation. AJ Colman notched up his second Golden Gavel win, Angelo Bartemucci his third General win, and Will Fitridge – a previous participant in the Schools Auction Idol took out the Rising Star award and for the first time the Top 3 Rising Stars were all from the same company – Klemich Real Estate.

In 2018, Brett Roenfeldt won the SALIFE Golden Gavel for an amazing 5th time, Richard Ward won the General Auctioneer and Sam Alexander won the Rising Star Real Estate Auctioneer.

We released the Auctioneer and Auction Marketer Accreditation for Real Estate Auctioneers and Appraisers in 2018. We've held a series of Q&A workshops with a CBS Authorized Officer where in total around 200 members attended!

I am proud to be leaving this well regarded organisation with good morale, momentum and energy. I am also now confident that the Society is in good hands with a board and leadership who truly have its best interest at heart.



## 2018-19 > Attilio Cavouto MSAA

We have had a very productive year with more training and events this year than ever before.

We commence the financial year with a Two-Day Female Only Workshop in September with guest presenters Ross Neil and Sharon Gray.

We commenced a series of workshops with consumer and business services where hundreds of members and their staff have participated with workshops in Adelaide, Port Lincoln, Berri and the South East.

For the Society Golf Classic we had another successful day, with 25 teams, sponsored by Chris Gill – the Form 1 Company. Members paid \$88 each and had a chance to win a hole in one prize of \$20,000 cash, sponsored by Gordon Tonkin – Cowden Insurance.

In November we had the Past Presidents Lunch in Adelaide Club, hosted by Oren Klemich.

During the year, we held several networking events at Cucina North Adelaide, where younger members could network with seasoned performers and experience some of the rich history and loyal membership that the Society has on offer.

To finish off the year in December, we held our annual Christmas Drinks at the Oyster Bar, Holdfast Shores.

In February, Domain came on board as major naming rights sponsor of the Society and Golden Gavel. We also launched the inaugural Land Agents Threats Workshops, chaired by past president Wayne Johnson, which was extremely well received.

The Domain Golden Gavel Launch was held at 2KW.

In March we did a Breakfast of Champions at Lexus with guest speakers, Brenton Ilicic and Sam Alexander. Also in March we held another 2 Day Auction Academy and another Form 1 Contract Workshop chaired by Chris Gill and CBS.

April saw the inaugural Property Workshop with Rachel Coulter who is an absolute live wire and the content was sensational.

In May we had record numbers enter the Domain Golden Gavel Live, culminating in a sumptuous dinner at the Carrington Centre. Congratulations to Hamish Mill, finally winning a Domain Golden Gavel after entering every single event since inception in 1993. Congratulations also to Richard Ward, his second general win and Vincent Doran with a sensational performance winning the rising star and under 27 award, plus Gordon Wood taking out the Livestock Award. It is refreshing to see the young ones joining the Society to be part of the Domain Golden Gavel and showing us what they can do.

I would like to acknowledge Oren Klemich and Matt Smith for their mentoring and encouraging the next generation to get out of their comfort zones, join the Society and participate.

The goodwill and generosity is alive and well with enthusiasm and excitement being enjoyed at the numerous Society events.

We held fundraising for our charity of choice, the Codey Gray Foundation where to date we have raised in excess of \$49,220.00

I would like to acknowledge and thank our Board Advisors:

Chris Gill - Compliance and Finance

Ray Brincat - Structure and Training

Mark Du Plessis – Live Stock and General

Geoff Watts - Country

Victor Velgush - Sponsorship

Garry Topp – Secretary and CEO

Ayesha Ridgway - Office Administrator & Event Management

And Michelle Lee for the sensational commitment to the Society and the members over the past two years.

I stand down as President, leaving the Society firing on all cylinders, training and events becoming far more relevant and far more members attending the workshops.

Sponsorship is in place, Domain brings a new level a professionalism to the Society & the future looks bright.



### 2019-20 > Matt Smith MSAA (Master)

We prepared a paper on behalf of members requesting the Attorney General to review the Real Estate legislation. A further submission included topics such as; stamp duty relief for first home buyers and for seniors downsizing.

Society Trainer Chris Gill continued his important compliance Training and we commenced the financial year with a two-day Real Estate training workshop.

The Presidents met at Christmas time. Thirteen past Presidents spoke about their time at the helm and the overarching sentiment was the importance of the Society & REISA working as a collective on issues that benefited the professions.

Domain renewed their major naming rights sponsorship to the Domain Golden Gavel Live competition while many events were cancelled due to the COVID-19 lockdowns and restrictions we went ahead and instead of our traditional Awards Dinner, we held The Domain Golden Gavel in the Klemich Warehouse at Kent Town while observing social distancing and we were able to recognise our high achievers. Congratulations to Hamish Mill again for winning back to back, Stuart McCalden for winning General and Enrique Bisbal with a sensational performance winning the Rising Star. Geoff Watts took out the Livestock Award.

Major sponsorship is secured and the future is looking very bright. I'd like to thank members and the Board for their support during my time as President.



### 2020-21 > Andrew Monks MSAA

This year we endeavored to encourage more employees and Sole Traders to join the Society of Auctioneers and Appraisers (SA) Inc.

We reclassified Practicing Members as either:

- Principal Practicing – (Being Business Owners or Managers)
- Sole Trader Practicing – Business Owners as Sole Traders (No partners or employees)
- Consultant Practicing – For employees

Principal Practicing Members enjoy benefits such as with one Member in each Office, all in that Office can use our forms, all from that Office can attend our Training and Events at member prices, and they can enjoy networking, Society Golf Classic, Social events and advice and participate in an enhanced training schedule.

Sole Traders will benefit from reduced Membership fees as will Employees as Consultant Practicing Members as we envisage growth in the area where more entrepreneurs start their own businesses.

We welcomed new sponsors Direct Connect, Eight at the Gate Winery, Academic Pavilion RTO, Perspective Media, Estate and Downsizing Services, Eckermanns Lawyers and Fullhammer to complement long-standing sponsors Bowden Print + Media and Marketing Solutions, Read Brothers Signs, Cowden Insurance, du Plessis Auction Gallery and The Form 1 Company.

Despite Covid the Society has had a positive year finishing with 362 members as at 30th June up from 319 at the same time last year representing a 13.48% rise in Members for the year.



We are in a strong financial position also recording a surplus of \$51,067 up 442% from last year.

A Major development occurred with Mark Kurtze selling REA Forms to Eckermanns Lawyers during the year. However, this move has been very positive as a result at the end of 2021 our membership stands at 390 which is very close to our all-time record when Sharon Gray was President in 2010-2011.

CEO Garry Topp and I have met with Barry Money, the new CEO of REISA to discuss Auction Competitions, the reinstatement of the Schools Auction Idol and joint submission to the Government regarding the Real Estate Legislation as there is still some draconian parts to the act that we perceive need modifying.

There will be a review of the Real Estate Legislation next year and we are working with REISA and AIC to prepare an Industry wide submission to address issues such as Prescribed Pricing, duration of Agency Agreements especially in the Country, Form 1 amendments and overly strict penalties.

Despite Covid we still held 'The Society' Golden Gavel Live at Plant 4 Bowden which was a raring success, Hamish Mill and Marc du Plessis winning the Major Awards.

Despite Covid we still managed to hold two 2 Day Auction Licence Workshops, two sessions on the new Planning, Development and Infrastructure Act, a Property Management Workshop with Rachel Coulter, Auctioneers Under the Pump Workshops and Legislation updates with Chris Gill and Brett Roenfeldt in Adelaide, South East and Riverland.

I would like to thank and acknowledge the 2021 Board Vice President John Morris, board members Sarah Bower, Vincent Doran, Anthony DeMarco, Richard Ward and the board advisors Gary Johanson (Parliamentary Issues), Chris Gill (Compliance & Finance), Ray Brinca (Structure & Training), Marc du Plessis (Livestock & General), Geoff Watts (Country - South East), Geoff Schell (Country - Mid North/Riverland), Sharon Gray (Membership & Training), Matt Smith (Sponsorship and Special Projects).

The Society is forging ahead, we have formed working relationships with REISA, the Institute of Conveyancers and Politicians, the Society has money in the Bank and a record number of members. Sponsorship is secure with 5 new sponsors this year. The future is bright as the Society keeps up its tradition of enhancing the professional standards of members through training, technology, innovation, and representation.



## LIFE MEMBERS



### JOHN FEREDAY

Mobile: 0409 827 929  
Phone: 8344 6019  
Fax: 8344 6019  
Address: 8 Horn Court, WALKERVILLE  
Member Type: Fellow, Life  
President: 1982, 1983  
Specialties:  
Real Estate - Commercial & Industrial  
Licensed Premises



### COLIN GAETJENS

*Colin Gaetjens & Co Pty Ltd*

Mobile: 0408 825 804  
Phone: 8232 4822  
Address: PO Box 146, KENT TOWN  
Member Type: Master, Fellow, Life  
Golden Gavel General Wins: 1994  
President: 1990, 1991, 1992  
Specialties:  
Plant & Equipment  
Wine  
Vineyards & Wineries  
Real Estate - Licensed Auctioneer



### JOHN BRUCE

*Williams*

Mobile: 0411 165 860  
Phone: 8203 1200  
Fax: 8203 1240  
Address: 3/80 Wattle Street, FULLARTON  
Member Type: Master, Fellow, Life  
President: 1994, 1995  
Specialties:  
Real Estate - Licensed Auctioneer  
Real Estate - Commercial & Industrial  
Real Estate - Residential

**JOHN LITTLE**

Mobile: 0418 820 956  
 Address: 5 French Street, ANGASTON  
 Member Type: Fellow, Life  
 President: 1987,1988,1989,1990  
 Specialties:  
 Real Estate - Residential  
 Plant & Equipment  
 Livestock  
 Household Furniture Goods & Chattels  
 Antiques  
 Real Estate - Commercial & Industrial  
 Real Estate - Rural

**CHRISTOPHER  
MCLAUGHLIN**

*Bernard H Booth Pty Ltd*

Mobile: 0412 916 625  
 Phone: 8236 5555  
 Fax: 8227 0000  
 Address: 325 Wakefield Street, ADELAIDE  
 Member Type: Fellow, Life  
 President: 1984,1985,1986  
 Specialties:  
 Real Estate - Licensed Auctioneer  
 Real Estate - Commercial & Industrial  
 Real Estate - Residential

**ROBIN du PLESSIS**

*du Plessis Auction Gallery Pty Ltd*

Phone: 8234 1804  
 Fax: 8234 1790  
 Address: 1 London Road, MILE END  
 Member Type: Master, Fellow, Life  
 Specialties:  
 Antiques  
 Fine Art

**GARRY TOPP**

*Society of Auctioneers (SA) Incorporated*

Mobile: 0427 667 112  
 Phone: 8372 7830  
 Fax: 8372 7833  
 Address: 22 Greenhill Road, WAYVILLE  
 Member Type: Life - Hall of Fame  
 Golden Gavel General Wins:  
 1995, 1996, 1997  
 President: 1995, 1996  
 Specialties:  
 Plant & Equipment

**PETER ECONOMOU**

*LJ Hooker - Kensington / Unley*

Mobile: 0418 829 888  
 Phone: 0418 829 888  
 Address: 295 Kensington Road,  
 KENSINGTON PARK  
 Member Type: Master, Life  
 President: 2003, 2004  
 Specialties:  
 Real Estate - Licensed Auctioneer  
 Real Estate - Residential

**ANTHONY TOOP**

*Toop & Toop Real Estate*

Mobile: 0418 824 188  
 Phone: 8362 8888  
 Fax: 8362 8898  
 Address: 23-25 The Parade, NORWOOD  
 Member Type: Master, Fellow, Life, Life - Hall  
 of Fame  
 President: 1992, 1993, 1994  
 Specialties:  
 Real Estate - Property Management  
 Real Estate - Licensed Auctioneer  
 Household Furniture Goods & Chattels  
 Real Estate - Residential

**PAUL HENRY***Resting Adelaide*

Mobile: 0411 886 804  
 Phone: 7080 3877  
 Address: 127B Goodwood Road,  
 GOODWOOD  
 Member Type: Master, Fellow, Life, Life -  
 Patron  
 Golden Gavel Wins: 2006  
 President: 1997, 1998  
 Specialties:  
 Golden Gavel Winner  
 Real Estate - Licensed Auctioneer  
 Real Estate - Property Management  
 Real Estate - Rural  
 Household Furniture Goods & Chattels  
 Real Estate - Residential

**BRETT ROENFELDT***BR Auctioneer*

Mobile: 0411 180 960  
 Phone: 8372 7831  
 Fax: 8372 7833  
 Address: 22 Greenhill Road, WAYVILLE  
 Member Type: Fellow, Life, Accredited Elite  
 Master Auctioneer, Life - Hall of Fame  
 Golden Gavel Wins:  
 1994, 1995, 1996, 2001, 2018  
 Golden Gavel General Wins: 2006  
 President: 1996, 1997  
 Specialties:  
 Golden Gavel Winner  
 Real Estate - Residential  
 Plant & Equipment  
 Motor Vehicles  
 Household Furniture Goods & Chattels  
 Real Estate - Commercial & Industrial  
 Real Estate - Licensed Auctioneer

**RICHARD THWAITES***LJ Hooker - Kensington / Unley*

Mobile: 0418 820 545  
 Phone: 8431 6088  
 Fax: 8431 2316  
 Address: 295 Kensington Road,  
 KENSINGTON PARK  
 Member Type: Master, Life  
 Specialties:  
 Real Estate - Residential  
 Household Furniture Goods & Chattels  
 Real Estate - Licensed Auctioneer



### ROD ADCOCK

Mobile: 0401 012 686  
 Address: PO Box 457, FULLARTON  
 Member Type: Master, Fellow, Life  
 Golden Gavel Wins: 2003,2004,2008  
 President: 1998,1999  
 Specialties:  
 Golden Gavel Winner  
 Charity Auctions  
 Real Estate - Licensed Auctioneer  
 Real Estate - Residential



### LINDSAY WARNER

*Williams*

Mobile: 0414 627 888  
 Address: 60 Kensington Road, ROSE PARK  
 Member Type: Master, Fellow, Life  
 Golden Gavel Wins: 2005,2013  
 President: 2002,2003  
 Specialties:  
 Golden Gavel Winner  
 Real Estate - Residential  
 Real Estate - Commercial & Industrial  
 Real Estate - Rural  
 Real Estate - Licensed Auctioneer



### COLIN HOCKING

Mobile: 0401 122 750  
 Phone: 07 4057 9996  
 Fax: 07 4057 9996  
 Address: 49 Moresby Street, TRINITY BEACH  
 Member Type: Life  
 President: 2006,2007,2008  
 Specialties:  
 Machinery  
 Motor Vehicles









## • MEMBERSHIP HONOUR BOARD •

The Society of Auctioneers & Appraisers (SA) Inc. is the professional body representing the specialist interests of Auctioneers & Appraisers in South Australia with Members and affiliations in other States of Australia and Internationally. The Society is a vibrant body of top class practitioners who strive to raise the professional standards of its members through benchmark training and the respected News Australia~BankSA Golden Gavel and School's Auction Idol Competition and Awards where Members and Students aspire to excellence by completing. Life Members who have outstanding service to the professions and to the process of Auctioneering & Appraising are recognised and awarded as high achievers.



### **Patron of the Society Paul Henry FSAA (Life)**

This prestigious award was made to Paul Henry at the News Australia~BankSA Golden Gavel Awards in 2003. It is the highest award ever given to a Member of the Society of Auctioneers & Appraisers (S.A.) Inc. to pay tribute to his devotion, passion and dedication through networking and lobbying to ensure the development and growth of the ideals and principles of the Society.

Paul has served on the Board of Management, served as President 1997-1998, and has served in an advisory capacity to the Board since. It is in recognition of outstanding service to the Society and its Members and attests to unrelenting passion and commitment to the Society. Paul is also a Fellow and Life Member of the Society.



### **Hall of Fame Recipient Brett Roenfeldt FSAA (Life)**

This prestigious award was made to Brett Roenfeldt at the News Australia~BankSA Golden Gavel Awards in 2005. The Hall of Fame is an accolade of the highest honour recognising a Life Member of the Society whose contribution and commitment to the Society and to the professions of Auctioneering and Appraising is both extraordinary and unique.

Brett has served on the Board of Management, served as President 1996-1997 and is recognised as South Australia's foremost Trainer, Mentor and Coach for the Real Estate and Auction Industry. As Head Trainer for the Society, Brett has educated hundreds of students through innovative personal training including Real Estate, General and Livestock. Brett is an ambassador for the Society and has provided valuable experience on matters of Legislation in relation to Auction. Brett is also a Fellow and Life Member of the Society.



### **Hall of Fame Recipient Garry Topp FSAA (Life)**

On Friday 18th May 2007 Garry Topp was inducted into the Society's Hall of Fame, the second only recognition of its kind in the Society's 25 year history. Garry has served on the Board of Management for eight years, is a Past President, Fellow and Master Auctioneer and is three times winner of the General Auctioneer category for the best General Auctioneer in South Australia and has been instrumental in the training of General and Livestock Auctioneers. Garry has a unique passion for the Society, is a motivator and the driving force behind all aspects of the Society and is a major contributor in placing the Society at the forefront of the professions in Australasia. Garry received a standing ovation from the 300 strong audience on presentation of the Award.



### **Hall of Fame Recipient Anthony Toop FSAA (Life)**

Anthony Toop was honoured in June 2013 with one of the Society's highest accolades, gaining membership to the Hall of Fame for extraordinary service to the Society and the profession due to his achievements including creation of the Golden Gavel 1993, developing the Society training video 'The Art of Auction', turning the Society into a vibrant business and leaving a legacy where today, 21 years later, the Society leads Australasia in auction innovation.